

**Visit Tampa Bay  
TDC REPORT  
Summary of All Units  
For the three months ended September 30, 2021**

	<u>Current Year</u>	<u>Prior Year</u>	<u>Increase (Decrease)</u>	<u>Budget</u>	<u>Over (Under)</u>
<b>TDC Funding</b>	<b>\$2,380,720</b>	<b>\$3,468,129</b>	<b>(\$1,087,409)</b>	<b>\$2,380,720</b>	<b>\$0</b>
<b>Salary Expenses</b>					
Compensation	978,656	461,378	517,278	964,546	14,110
Payroll Taxes	58,119	32,385	25,734	74,424	(16,305)
Employee Benefits	65,658	41,849	23,809	67,878	(2,220)
401K	37,067	18,359	18,708	36,089	978
<b>Total Salary Expenses</b>	<b>1,139,500</b>	<b>553,971</b>	<b>585,529</b>	<b>1,142,937</b>	<b>(3,437)</b>
<b>Programming Expenses</b>					
In-Market Events	91,367	8,934	82,433	43,350	48,017
Out-of-Market Events	123,422	(30,359)	153,781	111,388	12,034
Concessions/Incentives	804,354	58,490	745,864	117,752	686,602
Advertising	1,571,488	125,815	1,445,673	627,700	943,788
Research & Forecasting	(11,200)	24,971	(36,171)	50,550	(61,750)
Sales and Marketing Technology	6,841	876	5,965	600	6,241
Independent Contractors	100,500	0	100,500	68,750	31,750
Industry Relations	26,596	85,433	(58,837)	109,802	(83,206)
<b>Total Programming Expenses</b>	<b>2,713,368</b>	<b>274,160</b>	<b>2,439,208</b>	<b>1,129,892</b>	<b>1,583,476</b>
<b>General &amp; Administrative Expenses</b>					
Tenancy	177,168	277,840	(100,672)	237,891	(60,723)
Administration	105,281	90,452	14,829	126,045	(20,764)
Equipment & Infrastructure	135,781	115,766	20,015	141,194	(5,413)
<b>Total General &amp; Administrative Expenses</b>	<b>418,230</b>	<b>484,058</b>	<b>(65,828)</b>	<b>505,130</b>	<b>(86,900)</b>
<b>Total Expenses</b>	<b>4,271,098</b>	<b>1,312,189</b>	<b>2,958,909</b>	<b>2,777,959</b>	<b>1,493,139</b>
<b>NET INCOME (LOSS)</b>	<b>(\$1,890,378)</b>	<b>\$2,155,940</b>	<b>(\$4,046,318)</b>	<b>(\$397,239)</b>	<b>(\$1,493,139)</b>